

## MIRA INFORM REPORT

Report No. :	537876
Report Date :	12.11.2018

### IDENTIFICATION DETAILS

Name :	ALEMU NEGA HAILE OIL SEEDS AND PULSES EXPORTER
Registered Office :	Arada Subcity Churchill Road, Mk Building 9th Floor, R-904, Addia Ababa P. O. Box 57914, Addis Ababa
Country :	Ethiopia
Financials (as on) :	2017 (Summarized)
Date of Incorporation :	15.04.2010
Legal Form :	Private Limited Corporation
Line of Business :	Subject operate as exporters of pulses, oilseeds, spices and other related products
No. of Employees :	10

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

MIRA's Rating :	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

Status :	Satisfactory
Payment Behaviour :	No Complaints
Litigation :	Clear

### NOTES :

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**ECGC Country Risk Classification List**

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
Ethiopia	C1	C1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

**ETHIOPIA - ECONOMIC OVERVIEW**

Ethiopia - the second most populous country in Africa - is a one-party state with a planned economy. For more than a decade before 2016, GDP grew at a rate between 8% and 11% annually – one of the fastest growing states among the 188 IMF member countries. This growth was driven by government investment in infrastructure, as well as sustained progress in the agricultural and service sectors. More than 70% of Ethiopia's population is still employed in the agricultural sector, but services have surpassed agriculture as the principal source of GDP.

Ethiopia has the lowest level of income-inequality in Africa and one of the lowest in the world, with a Gini coefficient comparable to that of the Scandinavian countries. Yet despite progress toward eliminating extreme poverty, Ethiopia remains one of the poorest countries in the world, due both to rapid population growth and a low starting base. Changes in rainfall associated with world-wide weather patterns resulted in the worst drought in 30 years in 2015-16, creating food insecurity for millions of Ethiopians.

The state is heavily engaged in the economy. Ongoing infrastructure projects include power production and distribution, roads, rails, airports and industrial parks. Key sectors are state-owned, including telecommunications, banking and insurance, and power distribution. Under Ethiopia's constitution, the state owns all land and provides long-term leases to tenants. Title rights in urban areas, particularly Addis Ababa, are poorly regulated, and subject to corruption.

Ethiopia's foreign exchange earnings are led by the services sector - primarily the state-run Ethiopian Airlines - followed by exports of several commodities. While coffee remains the largest foreign exchange earner, Ethiopia is diversifying exports, and commodities such as gold, sesame, khat, livestock and horticulture products are becoming increasingly important. Manufacturing represented less than 8% of total exports in 2016, but manufacturing exports should increase in future years due to a growing international presence.

The banking, insurance, telecommunications, and micro-credit industries are restricted to domestic investors, but Ethiopia has attracted roughly \$8.5 billion in foreign direct investment (FDI), mostly from China, Turkey, India and the EU; US FDI is \$567 million. Investment has been primarily in infrastructure, construction, agriculture/horticulture, agricultural processing, textiles, leather and leather products.

To support industrialization in sectors where Ethiopia has a comparative advantage, such as textiles and garments, leather goods, and processed agricultural products, Ethiopia plans to increase installed power generation capacity by 8,320 MW, up from a capacity of 2,000 MW, by building three more major dams and expanding to other sources of renewable energy. In 2017, the government devalued the birr by 15% to increase exports and alleviate a chronic foreign currency shortage in the country.

Source : CIA

## **SUBJECT'S NAME**

Registered Name: **ALEMU NEGA HAILE OIL SEEDS AND PULSES EXPORTER**  
Requested Name: **ALEMU NEGA HAILE OIL SEEDS AND PULSES EXPORTER**  
Other Names: **ALEMU NEGA HAILE IMPORT AND EXPORT**

## **ADDRESS AND TELECOMMUNICATION**

Physical Address: Arada Subcity Churchill Road, Mk Building 9th Floor, R-904, Addia  
Ababa  
Postal Address: P. o. Box 57914  
Addis Ababa,  
Country: Ethiopia  
Phone: 251-929006069  
Fax: 251-11-8592780  
Email: alemunegaexport@yahoo.com temesgenw.tw@gmail.com  
Website: www.alemunega.com

## **CREDIT OPINION**

Financial Index as of December 2017 shows subject firm with a medium risk of credit.

## **LEGAL**

Legal Form: Private Limited Corporation  
Date Incorporated: 15-April-2010  
Nominal Capital: ETB. 100,000  
Subscribed Capital: ETB. 100,000  
Subscribed Capital is Subscribed in the following form:

	<b>Position</b>	<b>Shares</b>
Mr. Alemu Nega	MD	
Mr. Temesgen Wube	Deputy Gen Manager	

## **RELATED COMPANIES**

None Parent company.  
None Subsidiary company.

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None	Affiliated company.
None	Shareholder of subject firm.
Arada Sub City Woreda 01 Kalifa Building, 7th Floor, Office # 703, Addis Ababa Ethiopia	Branches of the firm

## **OPERATIONS**

Registered to operate as exporters of pulses, oilseeds, spices and other related products	
Imports:	Asia
Exports:	Europe, Asia
Trademarks:	None
Terms of sale:	Cash (40%) and 25-90 days (60%), invoices.
Main Customers:	Distributors, stores outlets
Employees:	10 employees.
Vehicles:	Several motor vehicles.
Territory of sales:	Ethiopia
Location:	Leased premises, 10,000 square feet,

## **AUDITORS AND INSURANCE**

Auditors:	Information not available.
Insurance Brokers:	Information not available.

## **FINANCE**

Currency Reported:	Ethiopian Birr (ETB.)
Fiscal Year End:	December 31, 2017
Inflation:	According to information given by independent sources, the inflation at December 31st, 2017 was of 13%.
Financial Information not Submitted	
Profit and Loss (expressed in ETB.)	
Sales	<b>2017</b> 83,000,000

## **BANK**

Bank Name: United Bank  
CBE Bank  
Branch: Ethiopia  
Comments: None

## **TRADE REFERENCES**

Experiences: Good

## **NOTARIAL BONDS**

None

## **COMMENTS / ADDITIONAL INFORMATION**

This information was obtained from outside sources other than the subject company itself and confirmed the above subject.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 72.73
UK Pound	1	INR 94.87
Euro	1	INR 82.52
ETB	1	INR 2.61

**Note** : Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

Analysis Done by :	VIV
Report Prepared by :	TRU

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**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)